R5650-2A

JAPAN · ECONOMIC · INSTITUTE

JEI REPORT

NO. 24A June 22, 1984

U.S. IMPORTS FROM JAPAN: A REVIEW OF 1983 SALES

Summary

U.S. imports from Japan, which had marked time in 1982, expanded 9.1 percent last year to $41.2 billion -- a fairly modest gain considering the competitive edge the strong dollar gave Japanese manufacturers and the strength of the American recovery. A 20.9 percent drop in arrivals of intermediate goods to $5.4 billion admittedly checked the growth of overall purchases. At the same time, though, imports of automotive products increased a moderate 15.7 percent to $14.9 billion, while consumer goods purchases went up just 5.8 percent to $8.3 billion. Capital goods, in fact, were the only end-use category to show signs of buoyancy, as deliveries climbed 24.8 percent to $11.9 billion.

Import Profiles

Automotive Products - The long slide in sales of American-made cars finally came to an end during 1983. Helped by the rebounding economy, a drop in interest rates, stable gasoline prices and improved consumer confidence, as well as more competitive product offerings, U.S. auto makers chalked up sales of 6,795,302 units, an 18 percent improvement on 1982's dismal performance and the best tally since 1979. For Japanese motor vehicle exporters, though, the market recovery was as much a source of frustration as relief. With U.S.-bound shipments during the April 1983-March 1984 period limited for the third consecutive year to 1,680,000 sedans plus 82,500 station wagons and four-wheel-drive vehicles, arrivals of Japanese-built cars went up a mere 4.6

percent in 1983 to 1,791,164 units. These deliveries allowed dealers to increase sales of Japanese nameplates by just 6.1 percent to 1,911,318 units and supply only 20.8 percent of the expanding American market rather than the 22.6 percent they controlled in 1982.

While the limited availability of Japanese cars in the fast-recovering American market proved to be a bonanza for the Big Three U.S. auto companies, it was a marketing nightmare for the domestic distributors of these vehicles. If stocks were run down one month to support strong demand, sales usually suffered the next month because of inadequate inventories. By front-loading shipments of their FY 1983 allocations, Japanese manufacturers were able to deliver enough cars to their American dealers during the spring selling season to keep sales on the upswing. By summer, though, stock levels that were once unimaginable -- a 22-day to 24-day supply for all Japanese makes and even less for the import leaders -- became the norm.

With the market continuing to gather momentum, sales of individual Japanese nameplates increasingly became a hit-or-miss proposition depending on just how skimpy inventories were. Toyota Motor Corp., alone among the top five Japanese suppliers, managed to post a sales gain in 1983's final quarter, and just it and number-two Nissan Motor Co., Ltd. were able to lift July-December retail deliveries above year-earlier levels. Strong first-half results, though, helped Mazda Motor Corp. and Subaru of America Inc., which is supplied by Fuji Heavy Industries, Ltd., finish 1983 with a higher full-year sales count. Only Honda Motor Co., Ltd., the third-biggest importer, fell short of its 1982 total, but with sales of 50,400 cars from its new Ohio assembly plant, the company actually outgained its rivals.

The cap on Japanese shipments to the United States in an up market had a much-publicized flip side: higher sticker prices and product mixes slanted toward option-loaded economy cars and top-of-the-line models. At the import level, these factors, on top of the rise in deliveries, translated into a 12.3 percent gain in U.S. purchases to $10.3 billion. For Japanese car makers and their American distributors and dealers, they meant fatter profits. While none of the companies breaks out profits on their American operations, a glance at sales by models leaves little doubt that U.S.-generated earnings swelled during the first three years of export restraints. Just between 1982 and last year, for example, Toyota's sales of its high-end Celica, Supra, Camry and Cressida models expanded from 35.3 percent of the top import seller's total to 42.7 percent, while Nissan's retail deliveries of the top-of-the-line Maxima and ZX went up from 23.7 percent to 28.2 percent.

Big margins on their U.S. car sales not only inflated corporate profits but also allowed Japan's motor vehicle builders to continue the expensive campaign for sales in the expanding American compact pickup truck market. The Japanese industry had virtually monopolized this market until late 1981-early 1982, when General Motors Corp., Ford Motor Co. and Chrysler Corp. in quick succession introduced the first domestically designed and manufactured small pickups. The marketing battle was joined. To keep U.S.-made compact trucks with their bigger passenger and cargo compartments, better fuel economy and competitive prices from walking off with an ever-increasing share of the

The JEI REPORT (ISSN 0744-6489) is published weekly for $40 per year by the Japan Economic Institute of America, 1000 Connecticut Avenue, N.W., Washington, D.C. 20036. Second class postage paid at Washington, D.C. POSTMASTERS: Send address changes to JEI, 1000 Connecticut Avenue, N.W., Washington, D.C. 20036.

market, Japanese manufacturers and their American importing units pared profit margins to maintain the base prices on their vehicles below the competition's. They also made previously optional equipment standard, added new models to their lineups, increased advertising budgets and periodically offered below-market financing and other incentives. These aggressive marketing tactics, which had had mixed results in 1982, paid off last year. Although Detroit upped its market share from 59.3 percent to 61.7 percent, each of the five importers of Japanese-built compact trucks posted record sales and combined retail deliveries climbed 34.5 percent to 420,085 vehicles. To support this sales jump, distributors worked down the generally large inventories they had carried into 1983. Imports were also increased 15.5 percent to 420,212 units, pushing purchases up 13.5 percent to $1.7 billion.

Capital Goods - While U.S. business investment took a beating during the 1981-82 recession, computers and a handful of other high-technology capital goods were relatively immune to the downturn. With equipment spending rallying on schedule in 1983's second half, demand for these products accelerated, pulling in more imports from Japan as well as boosting the output of domestic manufacturers. Purchases of Japanese-made data processing equipment and parts alone soared 115 percent last year to $1.8 billion -- fueled, indirect evidence suggests, by peripherals for small computers. Explosive U.S. sales of business-oriented desktop systems provided enormous opportunities for Japanese suppliers of printers since they dominate the market for low-speed dot-matrix units and control a major slice of the smaller market for letter-quality printers. Japanese disk drive manufacturers, which have made inroads in the U.S. market for 5.25-inch floppy drives but have had less success with small rigid drives, also profited from the boom in personal computers. Increased arrivals of small business systems from Japan apparently swelled the import total too, as Japanese vendors tried to capitalize on the hot demand for desktop computers to make headway in a market they have had trouble cracking. Also probably playing some role in 1983's import surge were initial shipments of portable computers from Japan, but a more important factor was the jump in parts deliveries. Ranging from subassemblies for the mainframes made by the two primary U.S. producers of IBM-compatible large systems down to subassemblies for home computers, these parts, like many of the computer and peripheral products coming in from Japan, were bought mainly by American computer companies under original equipment manufacturer (OEM) contracts.

Booming sales of small business systems on top of solid if unspectacular growth in mainframes and minicomputers, telecommunications equipment and industrial and commercial electronic equipment created an enormous demand for semiconductors, particularly dynamic memories and microprocessors. U.S. merchant semiconductor manufacturers, afraid of a repeat of 1982's false recovery, initially hesitated to gear up production. Finally convinced at mid-year that the recovery was real, producers started to bring additional capacity onstream, but lead times continued to stretch out as demand picked up more and more momentum. Even another jump in semiconductor imports from Japan, which went up 56.4 percent to just under $0.9 billion, could not prevent increasingly longer lead times. Supplies of the workhorse 64K RAM were especially tight, although five major U.S. merchant producers as well as six big Japanese makers were shipping in volume, with each group supplying half the market. While this shortage played havoc with end users' production schedules, it turned the 64K chip into a consistently profitable part for both American semiconductor manufacturers and their Japanese rivals.

The 1983 upturn in U.S. business investment took some of the pressure off copier vendors, which had expanded sales during the recession by aggressively cutting prices, but competition remained heated. With four models of its new generation of sophisticated copiers on the market, Xerox Corp. finally had the products and the prices to go head-to-head with Japanese manufacturers in the low-volume and mid-size segments of the business. Japanese makers successfully defended their market share by continuing to expand the range of convenience features available on the inexpensive desktop machines making up the low-volume segment and increasing their lineup of high-performance models in the medium-volume segment. The real marketing coup, though, was Canon Inc.'s January introduction of a personal copier. A big seller from the start, this versatile, low-cost machine apparently accounted for a significant part of the growth in U.S. copier sales last year. It was also the main factor behind the expansion of imports, which jumped 37 percent in volume to 542,812 units and 12.4 percent in value to $0.7 billion.

The rebound in U.S. equipment spending, while strong in the aggregate, bypassed a number of important capital goods industries, including machine tools. Machine tool orders finally bottomed out in 1983, but with civilian aerospace companies, construction equipment and farm machinery manufacturers and oilfield equipment suppliers still in the doldrums, there were few signs of the sustained order rebound the domestic industry needed to pull out of its recession. Japanese machine tool builders were hardly more successful at winning volume contracts for their machining centers, numerically controlled lathes and other technologically innovative products than American makers. At the same time, though, deep discounts and other sales incentives enabled American distributors of Japanese-made machine tools to snare enough new business to whittle down stocks, which were kept at manageable levels by a 29.3 percent drop in imports to under $0.5 billion.

Consumer Goods - With consumer spending on durables propelling the economy out of recession in 1983, sales of consumer electronics products exploded. Both color television sets and portable tape systems set new records, while audio equipment staged a healthy comeback. The hottest sellers, though, were video cassette recorders (VCRs). VCR sales doubled last year to an estimated 4.1 million units, paralleling the jump in imports of Japanese-made machines, which hit 4,797,373 units valued at $1.6 billion. What unleashed this boom was the arrival of more affordable prices in the wake of the industry's 1982 price war. From around $800 in 1980, prices on low-end VCRs plunged to under $500 last year and in some cases even broke through the $400 floor. The availability of a wider range of pre-recorded programming and the increased number of stores renting movies and music videos also pumped up demand. So did the introduction of easier-to-operate machines and portable and high-fidelity models. The only cloud in the picture was profits. Already squeezed as a result of the price war, profits at both the manufacturer level and the distributor level came under more pressure last year.

The surge in consumer spending on durables also breathed some life into the hard-hit motorcycle market. With unemployment still high among young male blue-collar workers and stiff extra tariffs pushing up the prices of heavyweight motorcycles, however, the sales recovery was spotty. All-terrain vehicles (ATVs) were big sellers for the second consecutive year. In addition, the introduction of new street models in the 450-749 cubic centimeter displacement category generated buying activity in this segment. While other parts of the market continued to stumble along, Japanese motorcycle makers did

achieve their primary objective for last year: bringing 1982's huge stocks under control. A big cut in imports, which fell 40.4 percent in volume to 511,519 units and 30.7 percent in value to $0.7 billion-plus, trimmed the inventory overhang at the distributor level, and bargain prices helped dealers move stocks of older-model motorcycles.

Intermediate Goods - The economic recovery gave the U.S. steel market a much-needed shot in the arm last year. Expanding output in the automotive industry -- steel's single largest customer -- and rebounding production of appliances pumped up demand for cold-rolled, hot-rolled and galvanized sheets, whether domestically manufactured or imported from Japan. The turnaround in the construction industry boosted shipments of flat-rolled products, too, as did bigger production of building products and plumbing equipment. Increased construction activity also raised demand for structural shapes and wire rods from both American and Japanese mills, while some pickup in the can industry pulled in more imports of tin and black plate.

Despite the recovery-generated strength in these and a handful of other steel markets, U.S. deliveries of Japanese-made steel tumbled in 1983 to their lowest level since 1965. The cause was not hard to track down: the huge inventories of oil-country tubular products and large diameter line pipe sitting in U.S. warehouses. A big jump in domestic oil and gas exploration and development in 1980 and again in 1981, coupled with capacity constraints in the American steel industry, had turned tubular products into the top steel imports from Japan by 1981. Drilling activity slowed in 1982, but Japanese mills, misreading the market, failed to turn off the export spigot fast enough, and stocks of imported tubes and pipes, like inventories of domestically made products, soared. With lower energy prices causing another drop in exploration and development last year, Japanese exporters had no choice but to pare U.S.-bound shipments of oil-country tubular products and line pipe to the bone. The cutback was so deep that it reduced the total volume of imports 18.3 percent to 4,236,915 tons and sliced the value of purchases 41 percent to just $2.1 billion.

Import Prospects

The continuation of a stronger-than-anticipated U.S. recovery could blow the lid off imports from Japan in 1984, particularly if the dollar remains high. With business spending on equipment moving into high gear, purchases of Japanese-made data processing equipment, semiconductors and other capital goods will again chalk up gains well into the double digits. Another increase is also in store for automotive products since, no matter what happens to truck shipments, the higher ceiling on Japan's U.S. car exports for FY 1984 will automatically translate into bigger imports. Consumer goods purchases can be expected to climb as well, paced once more by VCRs and other consumer electronics products. Steel imports, moreover, have nowhere to go but up.

For further information contact Susan MacKnight.

The views expressed in this report are those of the author and do not necessarily represent those of the Japan Economic Institute.

* * * * * *

U.S. Imports from Japan by Commodity, 1982 and 1983

(in millions of dollars* and indicated quantity units)

Commodity	Quantity 1982	Quantity 1983	Value 1982	Value 1983	Percent Change 1982/83	Japan's Share of U.S. Imports 1983
Total Imports			$37,743.7	$41,183.2	9.1%	16.0%
Automotive Products			12,889.8	14,919.3	15.7	36.5
Passenger Cars	1,712,725 no	1,791,164 no	9,169.2	10,293.5	12.3	44.9
Assembled Trucks	363,902 no	420,212 no	1,512.0	1,715.9	13.5	38.6
Automotive Parts, Accessories and Engines			1,481.5	2,061.3	39.1	18.2
Body Stampings			69.5	78.5	12.9	43.6
Brakes and Parts			25.5	35.7	40.0	9.5
Transmissions			81.3	124.6	52.3	16.1
Engines and Parts			274.5	383.9	39.9	13.9
Starting and Ignition Equipment			72.5	89.8	23.9	35.9
Electric Lighting Equipment			29.3	35.0	19.5	41.2
Radios	813,643 no	673,265 no	36.7	29.6	-19.3	10.9
Snowmobiles	24,640 no	20,572 no	33.1	32.4	-2.1	64.3
Golf Carts, Mopeds and Similar Vehicles	426,798 no	509,577 no	672.7	799.6	18.9	97.1
Capital Goods			9,529.7	11,895.8	24.8	29.1
Nonelectric Machinery			6,223.4	7,906.8	27.0	32.2
Business Machines			2,427.5	3,789.3	56.1	42.5
Calculators	13,567,450 no	16,925,952 no	185.7	196.0	5.5	68.5
Cash Registers (excl. point-of-sale units)	289,006 no	299,936 no	85.4	82.6	-3.3	97.2
Photocopiers and Parts			634.5	713.4	12.4	87.3
Photocopiers	396,265 no	542,812 no	531.6	575.1	8.2	88.1
Parts			102.8	138.3	34.5	84.2
Data Processing Equipment and Parts			828.2	1,780.7	115.0	40.5
Data Processing Equipment			393.1	1,062.8	170.4	55.5
Parts			435.1	717.8	65.0	28.9
Office Typewriters	184,046 no	410,450 no	55.5	105.8	90.6	38.9
Machine Tools and Parts			639.8	452.2	-29.3	41.3
Numerically Controlled Lathes	2,439 no	1,568 no	196.6	101.1	-48.6	85.9
Machining Centers	1,793 no	1,876 no	178.8	155.9	-12.8	92.0
Casting Machines Used in Metallurgy and Parts			33.4	79.8	138.9	55.8
Farm Tractors	40,841 no	45,960 no	142.9	169.6	18.7	30.9
Under 40 Horsepower	37,534 no	41,265 no	121.5	136.2	12.1	81.9
Hydraulic Excavators and Other Excavating Machinery and Parts			104.2	112.2	7.7	25.9
Front-End Loaders	1,027 no	1,582 no	36.0	60.4	67.8	39.6
Forklifts and Other Self-Propelled Work Trucks and Parts	9,900 no	12,616 no	82.0	96.2	17.3	54.7
Conveyors, Jacks and Other Materials Handling Equipment and Parts			140.6	111.7	-20.6	31.9
Hydraulic Jacks	353,544 no	714,816 no	22.6	38.4	69.9	43.2
Textile Machinery and Parts			108.7	146.2	34.5	18.3
Commercial Sewing Machines	86,049 no	111,023 no	35.8	42.8	19.6	54.7
Weaving Machines and Parts			19.1	31.0	62.3	13.7

Commodity	Quantity 1982	Quantity 1983	Value 1982	Value 1983	Percent Change 1982/83	Japan's Share of U.S. Imports 1983
Printing Equipment and Parts			$ 56.2	$ 66.7	18.7%	16.4%
Roll-Fed Offset Printing Presses	60 no	38 no	35.9	27.7	-22.8	37.8
Industrial Equipment for Treating Materials by Temperature Change and Parts			122.9	48.2	-60.8	18.6
Airconditioning Machinery and Parts			46.7	78.5	68.1	60.4
Pumps (except for motor vehicles) and Parts			93.3	41.7	-55.3	11.2
Compressors and Parts			102.6	141.3	37.7	41.6
Refrigeration and Airconditioning Compressors Over 1 Horsepower	1,210,955 no	1,604,348 no	62.4	74.9	20.0	91.3
Fans and Blowers (except for motor vehicles) and Parts			26.8	38.1	42.2	9.1
Power Hand Tools			104.4	113.6	8.8	44.4
Electric Hand Tools			49.8	57.9	16.3	48.9
Tools for Hand or Machine Use			84.7	94.5	11.6	18.5
Bearings and Parts			183.7	172.7	-6.0	40.4
Radial Ball Bearings			84.7	74.9	-11.6	44.7
Tapered Roller Bearings			50.5	60.6	20.0	66.9
Taps, Cocks, Valves and Similar Devices and Parts			120.6	86.0	-28.7	18.7
Speed Changers and Other Transmission Equipment			41.5	34.3	-17.3	19.0
Small Stationary Diesel Engines and Parts			78.7	64.8	-17.7	24.5
Small Stationary Gas Engines and Parts			81.8	84.6	3.4	49.6
Steam Turbines and Parts			27.3	17.9	-34.4	24.1
Electromedical Apparatus and Parts			34.1	61.9	81.5	29.7
X-Ray Apparatus and Parts			30.5	51.7	69.5	11.1
Medical, Dental and Veterinary Instruments and Parts			83.7	94.1	12.4	32.1
Astronomical Instruments and Parts			61.1	59.0	-3.4	74.1
Microscopes and Parts			33.1	37.9	14.5	45.0
Nonelectric Measuring, Checking, Analyzing and Controlling Instruments and Parts			63.8	79.1	24.0	24.1
Electric Measuring, Checking, Analyzing and Controlling Instruments and Parts			137.5	194.9	41.7	21.8
Instruments and Apparatus for Checking or Measuring Electrical Quantities			45.2	60.9	34.7	37.8
Film Processing and Printing Equipment			64.4	81.2	26.1	70.2
Magnetic Tape			275.1	400.3	45.5	77.3
Blank Video Cassettes	17,723,347 no	38,263,139 no	126.4	200.1	58.3	92.2
Blank Audio Cassettes	60,158,868 no	47,821,527 no	64.0	50.3	-21.4	51.7
Coin or Disc Operated Game Machines			122.9	42.0	-65.8	78.8
Electric Machinery			3,041.9	3,756.4	23.5	29.1
Semiconductors			545.2	852.6	56.4	17.5
Discrete Devices			98.8	172.0	74.1	23.3
Transistor Parts			34.5	102.7	197.7	41.0
Integrated Circuits			446.4	680.6	52.5	16.5
Digital Metal Oxide on Silicon Chips	116,565,001 no	193,750,890 no	329.0	546.0	66.0	22.8
Digital Bipolar Chips			70.9	72.6	2.4	6.7
Chips, Dice and Wafers			46.6	77.3	65.9	46.5
Printed Circuit Boards	14,773,731 no	13,491,012 no	64.8	57.2	-11.7	31.4
Capacitors			102.7	101.1	-1.6	34.4
Fixed Aluminum Electrolytic Capacitors	628,223,140 no	647,351,874 no	54.1	47.7	-11.8	80.8
Electronic Tubes and Parts (excl. television picture tubes)			39.1	58.1	48.6	33.1
Microphones, Loudspeakers and Amplifiers and Parts			250.1	299.1	19.6	52.8

Commodity	Quantity 1982	Quantity 1983	Value 1982	Value 1983	Percent Change 1982/83	Japan's Share of U.S. Imports 1983
Loudspeakers	23,289,520 no	22,382,731 no	$ 120.4	$ 124.8	3.7%	54.9%
Audiofrequency Amplifiers	1,651,348 no	2,088,982 no	79.6	101.2	27.1	63.7
Television Cameras and Parts	468,792 no	466,965 no	252.3	280.1	11.0	94.0
Radio Transceivers (excl. citizens' band)	329,200 no	305,975 no	48.8	49.9	2.3	49.5
Radar and Radio Navigational Aids and Parts			31.3	48.5	55.0	40.6
Radiotelephonic Apparatus and Parts			116.2	198.4	70.7	25.9
Telephone Apparatus and Parts			192.5	340.9	77.1	33.3
Telephone Switching Equipment and Parts			88.0	145.6	65.5	52.6
Telephone Instruments and Parts	868,382 no	1,908,859 no	46.1	109.9	138.4	26.5
Teleprinting and Teletypewriting Machines and Parts			83.0	67.5	-18.7	76.2
Telegraph Apparatus and Instruments and Parts			17.9	62.3	248.0	62.3
Switchgear			257.9	278.3	7.9	23.0
Switches			104.9	125.3	19.4	29.8
Relays			40.3	44.0	9.2	34.3
Rectifiers and Rectifying Equipment			47.3	56.0	18.4	18.6
Resistors			47.6	61.2	28.6	29.0
Insulated Electrical Conductors With Fittings			25.9	35.7	37.8	14.8
Electric Motors Under 1/40 Horsepower			54.4	70.1	28.9	59.3
Gasoline Engine Generators Not Over 5 Kilowatts	85,729 no	115,686 no	23.9	29.6	23.8	99.3
Welding Equipment and Parts			38.0	47.4	24.7	4.1
Batteries and Parts (excl. lead-acid batteries)			73.5	78.2	6.4	42.6
Permanent Magnets and Magnetic Workholders			42.1	45.0	6.9	49.5
Electric Signalling Apparatus and Parts			60.3	78.6	30.3	29.0
Transport Equipment			264.3	232.6	-12.0	6.9
Civilian Aircraft			40.1	23.2	-42.1	2.5
Aircraft Parts			143.1	138.6	-3.1	6.9
Parts for Rolling Stock			47.1	36.1	-23.4	30.4
Consumer Goods			7,842.4	8,296.4	5.8	18.5
Color Video Cassette Recorders	2,479,825 no	4,797,373 no	1,048.8	1,615.2	54.0	99.5
Video Tape Players	75,495 no	99,176 no	33.8	47.0	39.1	97.6
Assembled Color Television Receivers	716,125 no	912,636 no	238.2	222.9	-6.4	29.9
Assembled Black and White Television Receivers	361,146 no	339,121 no	31.2	32.2	3.2	13.2
TV Combinations			39.3	16.3	-58.5	19.0
Unassembled Television Receivers and Incomplete Subassemblies			162.0	167.9	3.6	22.4
Television Picture Tubes and Parts			71.4	62.9	-11.9	60.9
Parts for Television Receivers			473.2	473.8	0.1	38.9
Converters, Preamplifiers, Amplifiers and Couplings for Cable Television			177.4	185.5	4.6	46.6
AM and AM/FM Radio Receivers (except for motor vehicles)	4,384,361 no	4,467,800 no	218.7	216.6	-1.0	38.4
Radio Receivers (excl. entertainment broadcast band)			32.8	23.2	-29.3	71.4
Radio-Tape Recorder Combinations	3,337,130 no	3,654,031 no	246.2	229.5	-6.8	43.1
Radio-Tape Player Combinations	6,041,192 no	7,620,248 no	378.5	418.3	10.5	62.1
Radio-Phonograph-Tape Recorder Combinations	529,551 no	466,800 no	54.7	44.5	-18.6	36.5
Audio Tape Players	4,229,702 no	5,528,437 no	141.2	123.6	-12.5	77.7
Audio Tape Recorders and Dictation Machines and Parts	5,255,669 no	6,487,975 no	411.1	478.6	16.4	67.8
Record Players, Phonographs, Record Changers and Turntables and Parts	2,313,495 no	2,839,447 no	131.4	153.8	17.0	83.7
Electric Appliances			286.9	443.0	54.4	32.6
Microwave Ovens	536,653 no	1,025,491 no	109.6	185.3	69.1	56.0
Electric Stoves and Ranges and Parts			89.0	125.4	40.9	87.2

Commodity	Quantity 1982	Quantity 1983	Value 1982	Value 1983	Percent Change 1982/83	Japan's Share of U.S. Imports 1983
Kerosene Heaters	7,079,803 no	1,920,191 no	$ 391.6	$ 105.6	-73.0%	76.0%
Portable Typewriters	712,615 no	761,885 no	74.5	67.4	-9.5	54.4
Earthen and China Tableware and Household Articles			279.8	323.5	15.6	41.9
Nonbone China Tableware	125,379,444 pc	153,987,792 pc	110.9	127.7	15.1	41.1
Earthen Tableware	215,781,600 pc	255,261,168 pc	120.8	143.1	18.5	59.3
Table Flatware and Kitchen Knives			88.4	94.0	6.3	45.3
Metal Housewares			43.0	51.6	20.0	12.9
Pipe Wrenches and Spanners and Parts			38.0	25.8	-32.1	17.7
Variable Focus Still Cameras	3,359,494 no	4,202,325 no	386.4	422.2	9.3	87.2
Mounted Photographic Lenses	5,851,721 no	5,270,432 no	153.5	153.8	0.2	79.8
Flash Apparatus			53.4	50.2	-6.0	65.3
Still Photographic Color Film (110 size and 35 mm)	32,654,532 no	32,000,178 no	34.3	36.1	5.2	69.8
Optical Elements			64.4	58.3	-9.5	34.0
Glasses and Frames			32.3	51.5	59.4	13.6
Clocks and Watches and Parts			298.7	335.3	13.6	31.0
Solid State Electronic Watches	n.a.	6,188,931 no	n.a.	51.2	n.a.	20.6
Other Watches Without a Balance Wheel and Hairspring	n.a.	6,171,875 no	n.a.	171.1	n.a.	49.1
Toys and Sporting Goods			368.0	274.8	-25.3	11.3
Video Games and Parts			157.9	86.5	-45.2	18.0
Firearms and Parts			44.5	34.5	-22.5	31.2
Fishing Equipment			54.5	53.0	-2.8	34.6
Toys			49.0	35.7	-27.1	5.2
Musical Instruments and Parts			144.4	145.2	0.6	46.5
Pianos and Parts	28,500 no	22,500 no	46.0	37.3	-18.9	50.9
Electronic Musical Instruments			52.5	64.5	22.9	85.6
Motorcycles and Parts (excl. engines)			1,068.7	741.0	-30.7	93.6
Motorcycles	858,605 no	511,519 no	984.7	625.2	-36.5	94.9
Motorcycles With Piston Displacement Over 290 cc	463,134 no	288,317 no	767.0	495.3	-35.4	95.8
Parts (excl. engines)			83.9	115.9	38.1	86.9
Adult Bicycles and Parts			86.4	131.8	52.5	49.6
Bicycles	296,656 no	475,263 no	34.5	53.6	55.4	39.6
Parts			51.9	78.2	50.7	60.0
Outboard Motors	56,490 no	79,040 no	26.3	41.3	57.0	69.1
Clothing and Accessories			255.9	339.7	32.7	3.5
Women's and Girls' Cotton Jackets	2,661,984 no	2,647,800 no	38.1	34.8	-8.7	20.8
Women's Cotton Slacks	6,167,388 no	8,177,088 no	42.9	53.8	25.4	10.7
Women's and Girls' Cotton and Manmade-Fiber Knit Shirts	7,626,900 no	9,640,464 no	19.9	30.0	50.8	5.5
Furniture			24.1	33.8	40.2	3.4
Pearls (not set or strung)			85.4	150.1	75.8	90.5
Jewelry			32.9	39.7	20.7	3.4
Printed Material			83.9	98.5	17.4	13.3
Pens and Pencils			51.7	74.1	43.3	63.6
Pharmaceuticals			104.0	138.5	33.2	11.7
Bulk Vitamins			40.8	67.5	65.4	56.5
Benzenoid Drugs			33.7	54.6	62.0	11.1
Intermediate Goods			6,794.9	5,391.3	-20.7	5.0
Steel Mill Products	5,185,138 stn	4,236,915 stn	3,585.9	2,117.4	-41.0	30.6
Wire Rods and Bars	839,610 stn	864,535 stn	403.2	337.8	-16.2	25.8
Unalloyed Wire Rods	141,930 stn	189,625 stn	55.2	69.0	25.0	22.7
Semifinished Angles, Shapes and Sections Over 3"	448,776 stn	457,211 stn	181.0	142.2	-21.4	33.2

Commodity	Quantity 1982	Quantity 1983	Value 1982	Value 1983	Percent Change 1982/83	Japan's Share of U.S. Imports 1983
Plates and Sheets	1,708,699 stn	2,364,270 stn	$ 762.8	$1,012.8	32.8%	33.8%
Tin Plate and Tin-Coated Sheets	112,132 stn	164,310 stn	70.8	96.6	36.4	56.8
Coated Plates and Sheets	694,511 stn	1,008,627 stn	318.3	454.6	42.8	52.6
Unalloyed Non-Pickled Plates and Pickled Sheets	246,305 stn	223,869 stn	85.7	64.1	-19.4	13.3
Unalloyed Hot-Rolled Sheets	182,927 stn	145,777 stn	60.0	44.9	-25.2	13.4
Unalloyed Cold-Rolled Sheets	296,452 stn	558,960 stn	123.9	203.4	64.2	26.3
Strip	29,577 stn	40,331 stn	31.7	39.9	25.9	30.4
Rails	122,363 stn	87,213 stn	56.7	34.0	-40.0	60.8
Wire	87,088 stn	131,255 stn	64.2	83.8	30.5	29.2
Unalloyed and Uncoated Wire	65,628 stn	105,111 stn	38.4	55.8	45.3	42.8
Tubes, Pipes and Fittings	2,492,171 stn	745,045 stn	2,263.4	420.8	-81.4	30.8
Cast Fittings, Forged Steel Flanges and Butt-Weld Fittings	45,334 stn	22,755 stn	81.2	31.3	-61.5	36.7
Unalloyed Welded or Seamless API Line Pipe	583,398 stn	105,234 stn	320.2	38.6	-87.9	30.3
Unalloyed Welded or Seamless Pipes and Tubes, Not Threaded	397,987 stn	158,471 stn	215.8	55.7	-74.2	31.4
Unalloyed Welded or Seamless Pipes and Tubes, Threaded	552,191 stn	102,607 stn	595.6	63.3	-89.4	67.0
Unalloyed Pipes and Tubes of Circular Cross Section	247,005 stn	100,632 stn	284.8	48.0	-83.1	41.5
Alloyed Pipes and Tubes	214,743 stn	32,991 stn	375.4	52.2	-86.1	38.4
Nonferrous Metals			314.6	393.3	25.0	5.3
Copper and Copper Alloys			78.7	107.1	36.1	8.0
Pipes and Tubes			42.4	50.7	19.6	40.3
Aluminum and Aluminum Alloys			177.9	222.7	25.2	13.7
Wrought Aluminum Sheets and Strip, Not Clad	87,034 stn	113,223 stn	170.6	211.1	23.7	47.8
Refined Gold Bullion	46,445 toz	73,841 toz	18.3	32.5	77.6	2.1
Steel Pillars, Girders and Similar Structural Units			35.0	23.9	-31.7	23.1
Wire Products (excl. insulated electric wire)			92.4	95.2	3.0	24.7
Steel Wire Strand, Unfitted and Uncovered	60,359 stn	47,847 stn	48.5	40.4	-16.7	32.7
Nails and Industrial Fasteners			295.1	293.4	-0.6	38.3
Steel Bolts and Bolts With Nuts	44,620 stn	46,833 stn	38.3	35.9	-6.3	44.3
Steel Nuts	50,420 stn	47,188 stn	69.2	62.2	-10.1	54.0
Steel Screws	125,805 stn	132,440 stn	135.6	134.7	-0.7	65.6
Steel Chains and Parts			43.5	51.2	17.7	50.9
Industrial Chemicals (excl. fertilizers and pharmaceuticals)			672.5	849.4	26.3	16.9
Organic Chemicals Found Naturally in Coal Tars			40.1	17.8	-55.6	4.1
Other Cyclic Organic Chemical Products			101.6	135.0	32.9	22.7
Flavors and Other Aromatic Compounds			19.0	32.5	71.1	59.5
Amino Acids and Other Nitrogenous Compounds			96.1	101.5	5.6	18.1
Synthetic Organic Dyestuffs			54.1	83.1	53.6	29.5
Plastic Materials and Resins			179.2	243.6	35.9	24.6
Polystyrene Resins and Styrene Copolymers and Terpolymers			18.8	47.7	153.7	57.7
Flexible Film, Strips and Sheets of Plastic Materials			87.2	97.8	12.2	22.4
Tires and Tubes			376.2	409.1	8.7	29.1
Car Tires	2,920,263 no	4,482,110 no	86.3	127.1	47.3	19.1
Truck and Bus Tires	1,656,662 no	1,777,781 no	223.7	215.9	-1.2	44.7
Plywood and Veneers	96,442 msf	122,683 msf	34.3	42.5	23.9	6.0
Paper and Paper Products			47.4	63.7	34.4	1.6
Yarns, Fabrics and Made-Up Textile Articles			528.1	581.7	10.1	18.0
Manmade-Fiber Yarn	7,589 stn	12,014 stn	33.4	48.0	43.7	21.9
Cotton Fabrics	41,153,793 syd	50,007,199 syd	54.7	65.7	20.1	11.7

Commodity	Quantity 1982	Quantity 1983	Value 1982	Value 1983	Percent Change 1982/83	Japan's Share of U.S. Imports 1983
Manamde-Fiber Fabrics	221,062,584 syd	274,780,650 syd	$260.9	$278.6	6.8%	47.5%
Bleached or Colored Fabrics of Continuous Polyester Fibers	165,936,008 syd	197,166,684 syd	190.3	199.1	4.6	64.5
Wadding, Batting and Nonwoven Fabrics	894 stn	939 stn	41.3	38.4	-7.0	57.2
Ceramic Tile	45,498,973 sft	51,545,517 sft	33.7	39.9	18.4	23.5
Electrodes for Electric Furnaces or Electrolytic Use	18,462 stn	23,113 stn	39.4	43.7	10.9	76.7
Photographic Film and Paper (excl. film packaged for retail sale)			224.3	262.5	17.0	45.1
Medical X-Ray Film	165,763,705 sft	100,746,787 sft	62.3	70.7	13.5	51.6
Silver Halide Color Photographic Paper	379,742,347 sft	479,713,395 sft	81.3	109.1	34.2	64.2
Food and Feed			307.0	365.2	19.0	2.0
Fish and Fish Products			192.0	218.5	13.8	6.1
Fresh, Chilled or Frozen Tuna	43,677 stn	53,146 stn	59.3	52.3	-11.8	25.5
Scallops	421 stn	3,713 stn	3.5	33.1	845.7	20.9
Miscellaneous Imports			380.0	315.2	-17.1	5.0

Key to quantity abbreviations:

msf = thousand square feet
no = number
pc = pieces
sft = square feet
stn = short tons
syd = square yards
toz = troy ounces

*Imports are valued on a Customs value basis.

Source: U.S. Department of Commerce, U.S. General Imports: Schedule A Commodity by Country (FT 135), December 1982 and December 1983